

Message Text

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PAGE 01 ROME 00527 111151Z
ACTION EUR-12

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R 111017Z JAN 78
FM AMEMBASSY ROME
TO USDOC WASHDC
INFO SECSTATE WASHDC 9774
AMEMBASSY BONN

UNCLAS ROME 0527

E.O. 11652: N/A
TAGS: BDIS, MASS, IT
SUBJECT: TRADE COMPLAINT: MILITARY EQUIPMENT SALES

1. EMBASSY ROME HAS BEEN CONTACTED BY ITALIAN AVIATION EQUIPMENT AND OVERHAUL COMPANY INVOLVED WITH SUPPLYING ITALIAN AIR FORCE WITH NEW & RECONDITIONED SERVOMECHANISMS FOR F-104S AIRPLANES. ITALIAN COMPANY, OMA, HAS HAD OVER TEN YEARS' SATISFACTORY RELATIONSHIP WITH THE TALLEY CORPORATION (ADDRESS 3303 OLD CONEJO ROAD, NEWBURY PARK, CALIFORNIA 91320, TELEPHONE 805-498-2121) FOR THE SUPPLY OF SMALL MOTORS AND CASTINGS. OMA IS NATO-CERTIFIED RECONDITIONING POINT FOR SUBASSEMBLIES FOR ITALIAN MILITARY AIRCRAFT.

2. MR. KENT PRICE OF THE EPI COMPANY IN HAUSHAM, D-8164, FEDERAL REPUBLIC OF GERMANY, IS THE INTERMEDIARY IN THE TRANSACTIONS.

3. WE HAVE RECEIVED CORRESPONDENCE FROM BOTH TALLEY AND OMA REGARDING A RECENT ORDER WORTH APPROXIMATELY DOLS 40,000. ALTHOUGH WE HAVE COPIES OF OMA'S PURCHASE ORDERS, PRICES HAVE BEEN ALTERED AND, FROM THE CORRESPONDENCE, IT IS IMPOSSIBLE TO DETERMINE WHO IS RIGHT IN THIS CASE, OR, PERHAPS, WHO HAS RECOURSE IN CONTRACTUAL SENSE.

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4. ACTION REQUESTED: USDOC: PLEASE CONTACT TALLEY AND DETERMINE MOTIVE AND JUSTIFICATION FOR PRICE CHANGES ON PURCHASE ORDERS SENT WITH THEIR LETTER OF DECEMBER 6. IF AMEMBASSY BONN OR APPROPRIATE US CONSULATE IN GERMANY HAS ACQUAINTANCE WITH MR. PRICE, CAN HE ASSIST IN RESOLVING THIS?

5. FOR OUR INFORMATION, AS WE BELIEVE THIS IS STRATEGIC MATERIAL, AND AS WE BELIEVE TALLEY TO BE THE ONLY SOURCE FOR THIS MATERIAL, ARE PRICES AND PRICE INCREASES AND DECREASES REVIEWED OR, QUOTE TRACKED UNQUOTE BY USG? ADDITIONALLY, WITH THE FLUCTUATIONS IN THE LIRE-DOLLAR EXCHANGE RATE, AND WITH THE HIGH COST OF CREDIT IN ITALY, ARE ARRANGEMENTS MADE FOR OTHER ITALIAN COMPANIES TO FINANCE THEIR PURCHASES IN THE US?.HOLMES

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NNN

Message Attributes

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